# United States Court of Appeals

FOR THE EIGHTH CIRCUIT.

## No. 17,441.

CIVIL.

JOHN DEERE COMPANY OF KANSAS CITY,
a Corporation and DEERE & COMPANY,
a Corporation,
*Appellants,*

vs.

WILLIAM T. GRAHAM, and GRAHAM PLOW, INC.,
*Appellees.*

APPEAL FROM THE DISTRICT COURT OF THE UNITED STATES
FOR THE WESTERN DISTRICT OF MISSOURI,
WESTERN DIVISION.

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DEFENDANTS' EXHIBIT 30

Mar.30,'53
E.H.L.

ROUTE TO
~~K.W.A.~~
~~R.M.W.~~
~~E.H.L.~~
~~C.L.S.~~
M.H.E.
~~Chairman~~

# NO.600 TOOL CARRIER SURVEY
## KANSAS CITY BRANCH
## March 9-19, 1953.

The writer traveled alternately with Messrs. Sheier, Waln and Wilson of the Kansas City Branch to interview John Deere Dealers in regard to field cultivators of the Graham-Hoeme, and John Deere 600 tool carrier-type. The main objective was to determine if the No.600 tool carrier is the right design to compete with Graham-Hoeme or Jeoffrey.

Comments

1. It was the opinion of every dealer contacted that the square bar design used on the No.600 tool bar cultivator is the right direction to go to compete with Graham-Hoeme because -

a. The square bar design accommodates a variety of equipment. The square bar type machine should do everything that the Hoeme I Beam design will do in regard to chisel and sweep sizes and patterns, also lend itself better to the mounting of planting attachments for maize and equipment for cultivation of row crops like maize.

b. Vertical ground clearance is greater with the No.600 tool carrier design.

c. Machine provided with power lift or Powr-Trol.

d. Strength equal to or greater than Hoeme. Weight is adequate.

e. Choice of spring or stiff standards to take the 2 inch chisel or swoep up to 18 inch, also breakaway standard with 30 inch sweep. Recently the PA-300 Series planting attachments have been made available.

f. Price of the basic carrier (16 ft. $305.00) is somewhat lower than Hoeme, less tool equipment.

2. It was generally stated that the following improvements in the 600 Series tool bar are necessary to make this multi-purpose machine more competitive to Graham-Hoeme and Jeoffrey machines now in the field, also to the recently introduced Minneapolis-Moline double bar UniTiller.

a. Provide wheel rims to use 15 inch tires.

b. Provide lateral adjustment of wheels. Our present welded bracket and wheel hanger design does not facilitate lateral adjustment which is necessary to permit -

1a) A greater choice of tooth patterns for various sizes of sweep equipment. For example, proper spacing of 30 inch sweeps is not presently possible around the wheels, also if a few deep penetrating chisels are used, one wheel always runs in worked soil. Some owners would like to locate 30 inch sweep on 24 inch centers.

1b( If planting attachments are used, the request for row spacings from 24 to 42 inches exists. Generally this spacing is 28 or 30 inches.

1c (Some owners would like to cultivate the middle of row crops.

2 - Continued

c. As the 600 tool bars have not been used appreciably as yet this spring, the improved power lift could not be judged from field use. Trouble still exists in getting the wheel hubs to match the axles - this requires shopwork to correct.

d. Lower cost planting attachments are necessary. The selling price of $105 per unit is high when comparing the Minneapolis-Moline planting attachment which is 8 row complete at $307.50. The Minneapolis-Moline is of cheap construction and uses a fluted feed. A plate feed is desirable, and somewhat better construction of cans and tubes is also necessary. Volume potential does not warrant a new type of planting attachment. Transport wheel drive and cheaper opener equipment may help on price.

e. The wheels should be relocated for better fore and aft balance, especially on the power-lift machines. Weight on the drawbar is prohibitive on power lift machines. A jack is not necessarily the solution.

f. Provide a folding or detachable hitch to permit assembly of machines at the dealer's store. At present the 16 ft. machines are too wide for highway transport and too long to be loaded on trucks for delivery to farms.

3. The new stiff standards and line of sweeps and chisels have been slow in reaching dealers. They are now arriving in limited numbers. The coil tooth has not been satisfactory because of uneven operation. Where the majority of No.600 carriers have been sold the equipment has been breakaway standard and 30 inch sweeps.

4. The new double-bar Minneapolis-Moline UniTiller which has appeared on the territory this year uses a clamp design for frame attaching bars which permits lateral adjustment of wheels and a nearly unlimited variety of tooth patterns. This type of construction is very popular and would be to our advantage if adopted. Folder is enclosed. List price with tires is 18½-inch double bar $325.20.

5. Consideration should be given in future design to a safety release for stiff standards to take care of rocks or obstructions. The areas of use of the No.600 carrier in the Kansas City Branch territory do not contain an appreciable number of rocks or stumps, however, we already have a report from Limon, Colorado, where a clamp for the new stiff standard has failed due to encountering frost. This farmer was chiseling early to stop wind erosion.

6. It is not expected that if the recommended revisions are made in our No.600 tool carrier that we will immediately take over the Graham-Hoeme and Jeoffrey business, as they are well established, have a good general reputation and have been selling their implements with practically no competition for nearly ten years. Some areas average one Hoeme or Jeoffrey machine per farm. Mulch farming is slowly but surely gaining in practice. Our square bar type high clearance machine with the variety of tool equipment, especially the 30 inch sweeps, will fit into mulch farming better than the Hoeme type machine. The addition of planting equipment of a suitable type will also be to our advantage. If we watch this field closely we should work up a very attractive volume.

7. Kansas City were shipped a total of 319 No.600 Series cultivators from November 1,1951, to October 31, 1952. They received 111 machines from November 1, 1952 to February 28, 1953. Total 430 machines.

E. H. Lee - Product Research.

Mar.27,1953
E.H.L.

## NO.600 TOOL CARRIERS

### Points Visited

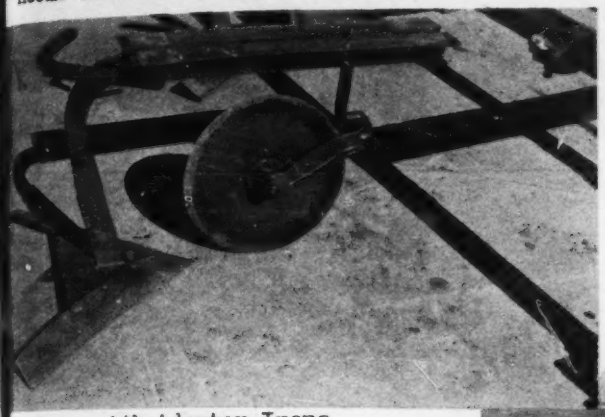
| Town | Dealer | Number Delivered To Date | No. On Hand | Comments |
|---|---|---|---|---|
| Salina, Kansas | Salina Impt.Co. | 2 | 4 | Square bar design right. Strength weight O.K. Has not had new stiff standards. This has held up sales. Wheel spacing should be adjustable for deep chiseling. |
| Russell, Kansas | Mahoney Impt.Co. | 1 | 1 | Coil tooth standards not right type. Had power lift trouble. Square bar idea good. This is not big cult. territory. |
| Hays, Kansas | Adam Rupp | 1 (transferred) | Has not 1 | had new stiff standard. None sold. Hoeme selling small sizes. |
| LaCrosse, Kansas | L.& W.Impt.Co. | 0 | 3 | Balance off on power lift model. Need adjustable wheels. Has not had new stiff standards. Hoeme not selling so many. Should have 10-12-14-16 foot sizes. |
| Kingman, Kansas | Kingman Impt.Co. | 1 | 0 | Country filled with Hoeme. The one sold went to Burlington, Colorado. Need stiff standard and sweeps. |
| Pratt, Kansas | Robinson Impt.Co. | 1 | 0 | Sold one two weeks ago, reaction unknown. Coil spring standards o.k. here. Believes we are on right track with square bar. Wants seven planting attachments for maize on 16 ft.bar. Need adjustable wheel spacing. |
| Bucklin, Kansas | Ralph Estes | 1 | 1 | 600 bar looks better to him than Hoeme for strength. Just received new stiff standard. Wants adjustable wheels. Ordered 30 inch sweeps. |
| Liberal, Kansas | Davis Impt.Co. | 0 | 1 | Just received. Need chisel point stiff standards. |
| Perryton, Texas | Perryton Impt.Co. | 0 | 3 | Believes tool bar has lots of possibilities. Drawbar too heavy. Need adjustable wheels. Just received stiff standards, chisels and sweeps. Few Hoeme sold anymore. Want five planting adjustments per bar. Tillers have taken over much of this territory. |
| Guymon, Oklahoma | Orville Nash | 0 | 1 | Has five 600 bars sold, has 11 coming in first carload. This implement has definite promise to go here. Dealer believes should sell from Plainview,Texas, to Canadian border. Wants 30 inch sweeps. Is now putting them on Hoeme. Wants adjustable wheel tread for seven 30 inch sweeps on 24 inch centers. Wants planting attach bar for maize - 15 inch wheels. This dealer has sold an average of one Hoeme to each farm in the county. |
| Garden City, Kansas | A.L.Gottschalk | 3 | 0 | All power lift which has given trouble. Too much weight on drawbar. Should have raising or detachable drawbar. Tool bar design right for future business because of multitude of attaching tools possible. Need adjustable wheels for planting and cultivating maize. |
| Dodge City, Kansas | Stanley Urbom | 2 | 1 | Wants adjustable wheels, planting equipment, better power lift. Need a design like M.M.UniTiller. Want plate type boxes. Will use both stiff standard and coil teeth. |

| own | Dealer | Number Delivered To Date | Now on Hand | Comments |
|---|---|---|---|---|
| reat Bend, Kansas | Alefs & Sons | 1 | 1 | Not Cultivator country. Used coil spring standards. |
| yracuse, Kansas | Gould Impt.Co. | 25 | 6 | Most with 30 inch sweeps. Likes new stiff standards. Wants planting attachment bad. Drawbar too heavy. Had power lift trouble. Wheel hubs not match the axle. Believes square bar direction to go. Has Hoeme contract, believes 600 better because of tool equipment and clearance. |
| olly, Colorado | Romer Mercantile Company | 12 | 0 | Had trouble with power lift and wheel hubs. Like new tool equipment. Needs planting attachment, and wheel adjustment. Believes Minn-Moline UniTiller clamp design should be incorporated for more possibilities in tool mounting. Like square bar design. |
| amar, Colorado | W.R.Henry | 2 | 0 | Used 30 inch sweep. Wants adjustable wheel tread, planting attachments. This is broom corn area, 600 to be used for cultivation. Drawbar too heavy and long. Had power lift and wheel hub trouble. |
| ribune, Kansas | Mr. Smith | 0 | 2 | Cannot mount 30 inch sweeps in proper pattern. Wants adjustable wheels and planting attachments. Likes square bar, believes will sell. Fewer Hoeme and Jeoffrey sold. |
| ads, Colorado | Mr. Koch | 1 | 2 | Likes 30 inch sweep for mulch farming. Believes new stiff standard with chisels and sweep will be sold more this year. Believes square bar the direction to go because of clearance and equipment. Wants adjustable wheels. Needs maize planting attachment. |
| imon, Colorado | Mr. Waithman | 4 | 0 | On right design with square bar. It is a matter of time until the square bar catches on. Likes coil teeth and new stiff standards. Broke one clamp on new stiff tooth, could use drill box with damming lister openers. |
| lagler, Colorado | Blanchen Impt.Co. | 5 | 2 | Some sold without standards-customers buy Minn-Moline.Likes new stiff standards,also 30 inch sweeps. Wheels should be adjustable. Need spacing pattern information. |
| urlington, Colorado | Mr. MacArthur | 0 | 6 | Need new stiff standard and sweeps.Believes square bar principle right. Wheel adjustment needed. |
| oodland, Colorado | Mr. McKenzie | 5 | 0 | Likes square bar design. Needs sweep pattern information. Uses 30 inch sweeps in summer fallow. Had bar end bending last year. |
| akley, Kansas | Nelson Impt.Co. | 5 | 6 | Inventory will move when stiff standards are received. Could use planting attachment. Will run into trouble on wheel spacing. PA-300 too high priced. Hoeme and Jeoffrey selling good. When dust starts to blow farmers will buy anything. |
| olby, Kansas | John Molstad | 0 | 6 | Believes square bar design right because of tool possibilities. Will sell when stiff standards arrive. Need planting attach. |
| cott City, Kansas | Don Cox | 1 | 3 | Coil teeth not satisfactory because of dodging around. Stiff teeth expected to be O.K. 30-inch sweeps will not penetrate. Square bar design makes good competition for Hoeme. |

Mar.27,1953
E.H.L.

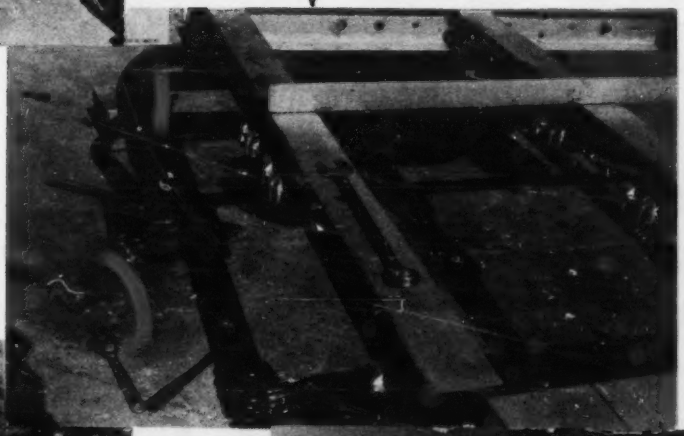
GUYMON, OKLAHOMA
March 12,1953

In an effort to bolster sales of 600 tool carriers, 30 inch sweep equipment, and to take advantage of the trend to mulch farming in this area, dealer Oliver Nash has made adapter parts to mount our 30 inch sweeps on Hoeme cultivators. As a result he has already sold five 600 carriers and has orders for approximately 300 sets of 30" sweeps. The following pictures show the sweep ready to mount on Hoeme cultivators and field scenes of the job performed.



Sweep with Adapter Irons.

Mounting on Hoeme Cultivator.



Job performed in sod.

Job performed in stubble, first time over.